

CONTENT OUTLINE FOR ALABAMA STATE SUPPLEMENT SALESPERSON AND BROKER EXAMINATIONS

<u>TOPIC</u>	<u>Number of Items</u>	
	<u>S</u>	<u>B</u>
I. <u>Purpose of License Law/Rules and Regulation and Role of Commission</u>	<u>1</u>	<u>0</u>
Article 1 – General Provisions		
II. <u>Definitions</u>	<u>1</u>	<u>1</u>
Section 34-27-2		
III. <u>Licensing Requirements</u>	<u>6</u>	<u>5</u>
A. Activities which require a license		
Section 34-27-30		
Rule 790-X-1-.03		
Rule 790-X-1-.04		
Exemptions – Section 34-27-2 (b)		
B. Cobrokering		
Section 34-27-3		
Rule 790-X-1-.05		
C. Qualifications for a license		
Section 34-27-32 (a) (b) (c) (d)		
Section 34-27-33 (a) (b)		
Rule 790-X-2-.02		
D. Renewal of License		
Section 34-27-35 (c) (d) (g) (h) (i)		
Rule 790-X-2-.16		
E. Continuing Education		
Section 34-27-35 (j) (1) (2)		
Rule 790-X-1-.11		
Rule 790-X-1-.12		
Rule 790-X-1-.13		

<u>TOPIC</u>	<u>Number of Items</u>	
	<u>S</u>	<u>B</u>
F.. Post License Education		
Section 34-27-33 (c)		
Rule 790-X-1-.06		
G.. Temporary and Original Salesperson Licenses		
Section 34-27-33 (c)		
Section 34-27-35 (c) (e) (f)		
Rule 790-X-2-.03		
IV. <u>License Status</u>	<u>2</u>	<u>2</u>
A. Transferring a license		
Section 34-27-34 (b) (e)		
Rule 790-X-2-.14		
Rule 790-X-2-.21		
Rule 790-X-3-.01		
B. Inactive Status		
Section 34-27-2 (a) (7)		
Section 34-27-35 (k)		
C. Reactivation of license		
Section 34-27-34 (b) (6)		
Rule 790-X-2-.13		
V. <u>Broker Licenses, Company Licenses and Place of Business</u>	<u>5</u>	<u>6</u>
A. Issuance of company and branch office licenses		
Section 34-27-32 (e) (f) (g)		
B. Issuance of broker licenses		
Section 34-27-35 (a) (b) (c) (d) (e) (f)		
C. Who may serve as qualifying broker		
Section 34-27-34 (a) (1)		

TOPIC**Number of Items****S****B**

Rule 790-X-2-.04

D. Responsibilities of qualifying broker

Section 34-27-34 (a) (2)

Rule 790-X-2-.17

E. Termination of qualifying broker status

Section 34-27-34 (c) (d)

Rule 790-X-2-.15

F. Serving as qualifying broker for more than one company

Section 34-27-32 (h)

Rule 790-X-2-.04

G. Temporary qualifying broker

Section 34-27-32 (i)

Rule 790-X-2-.06

H. Associate broker status

Section 34-27-34 (a) (1) (2)

I. Operating from home

Section 34-27-2 (a) (11)

Rule 790-X-2-.07

VI. Recovery Fund**2****1**

A. Purpose of fund

Section 34-27-31 (a) (b) (1)

B. Payment into fund

Section 34-27-31 (c) (d)

Rule 790-X-2-.20

C. Payment from fund

Section 34-27-31 (b) (2) (3) (4)

<u>TOPIC</u>	<u>Number of Items</u>	
	<u>S</u>	<u>B</u>
Section 34-27-31 (e)		
VII. <u>Disciplinary Actions and Process</u>	<u>2</u>	<u>3</u>
A. Complaints		
Section 34-27-36		
Section 34-27-37 (a)(b)(c)		
Rule 790-X-3-.10		
B. Hearings		
Section 34-27-37 (a) (b)		
Rule 790-X-3-.07		
Rule 790-X-3-.11		
C. Disciplinary Actions		
Section 34-27-36 (a)		
D. Rehearing		
Section 34-27-37 (d)		
E. Appeals		
Section 34-27-38		
VIII. <u>Estimated Closing Statement</u>	<u>1</u>	<u>2</u>
Section 34-27-36 (a) (22)		
Rule 790-X-3-.04		
IX. <u>Trust Funds</u>	<u>2</u>	<u>3</u>
Section 34-27-36 (a) (8)		
Rule 790-X-3-.03		
X. <u>RECAD</u>	<u>3</u>	<u>5</u>
Section 34-27-80 through 34-27-88		
Rule 790-X-3-.13		
Rule 790-X-3-.14		

TOPIC**Number of Items****XI. Violations Which May Result in Disciplinary Actions****S
15****B
12****A. Misrepresentation and dishonest dealings**

Section 34-27-36 (a) (1) (2) (4) (5) (26) (27)

1. Failure to disclose known defects

Section 34-27-36 (a) (3)

B. Inducing a party to break a contract

Section 34-27-36 (a) (13)

C. Advertising

Section 34-27-36 (a) (5) (6) (9) (15)

D. Listing AgreementsSection 34-27-36 (a) (20) (25)
Rule 790-X-3-.05**E. Failure to give proper disclosure**Section 34-27-8 (c)
Section 34-27-36 (a) (18) (21)**F. Keeping appropriate records**

Section 34-27-36 (a) (8c) (31)

G. Rebates

Section 34-27-36 (a) (12)

H. Paying or receiving commissions from unlicensed persons

Section 34-27-36 (a) (11) (14) (17)

I. Bad Checks

Section 34-27-36 (a) (16)

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- J. Failure to inform Commission of suit/judgment/other disposition

Section 34-27-31 (i) (j)

Section 34-27-36 (a) (23a&b)

- K. Lotteries

Section 34-27-36 (a) (24)

- L. Handling of documents

Section 34-27-36 (a) (10) (28) (29) (30)

- M. Violation of rule or order of Commission

Section 34-27-36 (a) (19)

- N. Offers

Rule 790-X-3-.08

TOTAL

40 Questions – Alabama Salespersons Exam

40 Questions – Alabama Brokers Exam